

I have been w/lia sophia (formerly Lady Remington) almost 7 years. Not once have I given anyone false hopes, premises, or any information that is anything but the truth. I know all about disclosures as a former stockbroker, and you are making this almost impossible for the little person to compete and make a living. Most of my team does this for extra \$, a better way of life, and not once has anyone been misled. Many give it a try, and find out direct sales isn't for them. You are putting a roadblock in their path for opportunity if this comes to fruition. They will think...oh no, too many people quit in this industry. Oftentimes a potential recruit decides the very evening she has a party that she wants to join. She sees what we do, and can visualize herself doing it. We give a full picture and complete disclosure in our advisor agreements already. Over and above that, I let a person know to "try" this. It may or may not be for them. Direct sellers have a retention in a year's time of less than 50% because of the nature of this business. Many women do this for "holiday" shopping money, to pay off a debt, to get out of a miserable marriage and have some money to live on their own. When things change, they will do something else. Just because they've used direct selling as a supplemental income or a bridge (when they are laid off of regular job, or have a paycut), shouldn't be a deterrent. However, if I tell them upfrontthere have been 300 recruits in my zone, and only 120 are now active, that sounds negative. It is the nature of this business and you must be able to understand that. Your proposed law is totally negative and doesn't shed any positive light on the opportunity available. How sad that when our economy has layoffs, and job shutdowns (I live up here in Mpls./St Paul where the Ford plant is shutting down, Northwest Airlines is laying off every day and giving the rest of the employees a 39-50% paycut), that you are closing off an avenue that we offer to people in NEED. Please do not discriminate against direct sellers and use this cumbersome ruling. Thank you for listening. An ethical direct seller and recruiter for almost 7 years, Mary Hurlbert, unit mgr lia sophia Jewelry